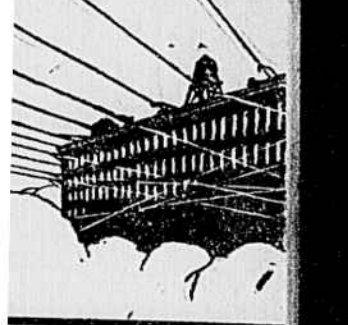


Buyers and Managers Sale

BRINGING RICHMOND PEOPLE HIGH GRADE, SEASONABLE GOODS AT EXTRAORDINARY LOW PRICES



INCREASE IN MAY



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On sale Monday,
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19c Linaire
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Quantities on all items are large, but we cannot guarantee how long they will last at the remarkable sale prices. So come early.

THIS SALE OF WONDROUS PRICES

MAY IS OUR OBJECT
vs May, We're Going to Get It!"
responded immediately—and results have been beyond our expectations.
"IN THIS SALE YOU WILL FIND ONLY NEW, STYLISH, DEPENDABLE MERCHANDISE, THAT WILL APPEAL TO ALL CLASSES."
"To-morrow's Opening Day! Help us make this a greater success than we even anticipate—you will not be disappointed. Each day while the sale lasts, new items will be added. WATCH THE PAPERS! COME OFTEN! DOORS OPEN 8:15 A. M."
THE BUYERS AND MANAGERS, The Cohen Company, Inc.

50c Boot
Silk Hose
35c
Black and white, full fashioned, slightly imperfect; Monday while they last, 35c pair.

WOMEN'S \$1.00 SILK HOSE
Full length, full fashion; black and few colors. Pure silk, with slight imperfections. This price while they last. **59c**

"How Fast Women Will Come for These Waists!"

"WONDERFUL SAMPLE BLOUSES TO SELL AT 79c AND \$1.74," SAYS MISS ENGLEBERG, MANAGER IN THE WOMEN'S WAIST SECTION.
Not only are these the greatest Blouse values on record, but just the styles that are in such great demand at this time. Be sure to see the



25 Dozen Manufacturers' Samples of Beautiful Waists
While They Last Monday 79c
Voiles, Organdies, Batista, neatly trimmed with lace and embroidery; also more tailored models; they'd be splendid values even were we to sell them at \$1.00. While they last, these 25 dozen Waist wonders (all sizes, 36 to 40) will sell, choice, 79c.

New Crepe de Chine Waists 1.74
Heavier Grade Than You've Been Getting for \$1.98
Models with the new tailored tucked model, with convertible collar. Trimmed with pearl buttons of good quality. All sizes, but while they last they will sell for \$1.74.



"There'll Be 400 Waists on Sale at 49c
Plain and Seed Voiles and Organdies, with lace and embroidery trimmings. Also, plain tailored styles. Sizes 36 to 46. While they last Monday, each, 49c.

"Buy these \$5.95 Blouses in This Sale 4.96
Crepe de chine of very finest quality, and their styles are the very newest. One clever model has tucks down front, and is smartly "set off" with a tailored style, with tucked sailor collar. In flesh and white. Reduced to \$4.95.

Manufacturers to the Rescue

Values Richmond Has Ever Known!"

79c 1.29 1.99
Muslinwear Samples
Worth \$1.25 to \$1.75
Teddies, Redingotes, Corset Covers, Chemise, etc.
Good assortment of pink sarments, all beautifully trimmed. Until sold, 79c.
2.98 to \$3.98, Choice
Slipover Gowns, in crepe de chine, lace and ribbons, etc.; while they last, at \$1.99.

1,000 Yards of SPORT STRIPE PONGEE, as Long as It Lasts

"First time in Richmond at this price," says Mr. Hyslop, the buyer. "My section will show a mighty increase with these items as leaders, because of the wonderful quality and beauty of patterns, silk and cotton, exact imitations of the foreign all-silk pongees, which sell at three times this price. Rich tan and white grounds, with one-inch stripes of blue, rose and green; full yard wide. The thousand yards won't last long after the goods have been seen Monday." **59c**

38-inch Sport Skirting While They Last 25c
"We've outdone ourselves—and the boxes agreed when they saw these popular fabrics I purchased for the sale. Just the weight for Sport Skirts; equal two-inch stripes of coral and white, light blue and white, Copenhagen and white, black and white."

French Chiffon Voiles While They Last 15c
"I am sending you a wonderful collection of Printed Voiles," wired one manufacturer. "But in all the time I have been in the business, I have never seen such beautiful and designs that I received—every pattern from the tiny rose bud to the most elaborate bouquet, and stripes galore; 25 inches wide, too."

25c Mercerized Poplin, yard 19c
(WHILE IT LASTS)
"And 19c is a great deal less than they were made to sell for. Highly mercerized, extra weight, 27 inches wide, black and white only. See them early Monday, for I am counting on them hurrying out!"

Wash Corduroy Skirting, yard 19c
(WHILE IT LASTS)
"This is the most popular Skirting for Summer. I bought hundreds of yards of regular 25c grade, white only, in one size cord, so that my department would have the best wash goods item ever offered in Richmond. Full 27 inches wide, launders perfectly and stands hardest usage."

36-inch Percales, yard 9 1/2c
(WHILE IT LASTS)
"I've marked them at this price, because one case crammed full to the brim, came in time for this sale. There are the neatest printed patterns of various colors, on pure white grounds—and best of all is the sale price—only 9 1/2c yard."

Handkerchiefs

Don't pass this up without examining these low prices.

Women's 5c Kerchiefs 3c
Colored Embroidered Handkerchiefs; pink, blue and lavender. Slightly soiled. "And what big bargains they are!" commented Miss J. Haley.

10c and 15c Embroidered Handkerchiefs, 5c
Hundreds of them—a mill clean-up! White and colors; wide and narrow hemmed.

Men's 5c Cambric Handkerchiefs; reduced in this sale 3c
Men's 10c Initial Handkerchiefs; splendid quality, this sale 5c

"50 Dozen Lisle Gloves 48c

were shipped me by one manufacturer," says Mr. Faulkner, the Glove Chief. "When I asked them for the best they had, I hardly expected to receive their regular 50c Two-Clasp Lisle Gloves, white with self or two-toned stitching, in all sizes, to sell at 48c a pair. But they're here, and as long as they last you can have them at this price."

50c Silk Gloves 39c
Rather unusual at this low price. Several hundred dozen are ready for first comers to-morrow—double finger tips, black or white.

Kid Gloves 85c at
Will crowd the Glove Section while they last. Could not get every size in all colors to sell at this price, but those for the sale are \$1.25 and \$1.50 Clasp Gloves, black or colors.

Embroidered VOILE FLOUNCINGS, 40 in. wide, 29c

650 yards, in new, attractive patterns, on sale Monday, while they last. Embroidery Flouncing, well worked on a sheer grade of voile, and shown in the new patterns of the season. Large and small scallops. "It's the sensation for Opening Day of the sale in the Embroidery Section," tells the buyer.

2c and 10c Pure Linen Torchons, yd 5c
(Imported; heavy weight; widths to 2 1/2 inches.)
Imported Linen Climates, (values to 8c) 5c
50c Imported Breton Net (72 inches; good quality); yard 38c
18-inch Embroidery Flouncings, elaborate patterns, yard 25c
First Floor.

36-inch SHADOW ALLOVERS, 29c
(Worth 48c to 59c yard.)
The Laces that are being used extensively this season for waists and dresses. Beautiful designs; white, cream and ecru. "Thousands of yards at a price that will send women to the Lace Section early Monday morning."

40-in. Organdie ALLOVERS, yd 38c
(Worth 59c Yard.)
Beautiful embroidered Allovers, sheer grade, with patterns carefully worked. One of the best embroidery values for Monday, the first day of the sale!
Embroidered Edges and Insertions, yd. 10c
(Imported goods, up to 6 inches wide. What bargains at this price!)

FRENCH and GERMAN VALS. 50c
NEW, and worth 69c to 90c dozen yards; on sale, piece.
All new match sets, edges and insertions; widths to 2 inches.

"To-Morrow The Day of Days in the Millinery Store!"

Says Mrs. Mercer, the Manager

"And so completely ready are we to delightfully satisfy every woman, that I am glad the opening day is here at last so you can see the wonderful

Trimmed Hats at 2.49
Hats from my own work-rooms; up-to-the-minute styles, together with a large showing of special Hats shipped us for this sale, from New York's leading Milliners—assuring you correct and exclusive styles at a price (\$2.49) never before made for the same quality, style and workmanship.

Flower Trimmed Hats, Hats trimmed with New Wings, Novelty Ribbons, Ostrich Bands and Tips.
Smart straight and rolling brim Sailors, clever close-fitting Hats for dress and tailleur wear—so many to select from and all different, that I feel confident in saying you will find just the Hat you want—
And at a price that will suit your pocketbook."

\$2.49
(While They Last.)
First Floor.

THIS 8 PIECE CUT GLASS SET, Yours for 4.85

"Costs You \$7.40 Ordinarily."

"Don't expect to have a single one of this lot of 100 beautiful, sparkling CUT GLASS SETS left at store closing Monday night," says Mr. Feldman. "Large JUG, six good-sized TUMBLERS, together with a Mirror Plateau. Latest rock crystal floral cuttings—wonderful, Mrs. Housekeeper, to sell for only \$4.85."

100 Piece Dinner Sets, Complete 7.50
"I'll show the women where the real China Store of this community is; giving them full 100-piece sets, American Porcelain, neat gold spray decoration, large platters and covered dishes included, as long as they last, for \$7.50."

Crowds Will Come for \$1 Cedar Oil Combination Sets I Will Sell for 69c
Consists of full size Cedar Oil Can and 25c bottle of Cedar Oil, and hundreds will go early Monday morning."

Mrs. Pott's Sad Irons; set of three, with handle and stand 69c
Skirt Board, with stand (regulation size), 89c.

\$5 Hotpoint Grills \$3.75
Eight-inch Electric Stove, and Grill combined; you can cook 2 things at same time, by connecting with Lamp socket.

Garden Hose 5.75
50 ft. 3-ply, brass adjustable nozzle, hardwood hose reel, mounted on wheels, complete.



50 Piece Dinner Sets, Complete 3.50
American Porcelain, gold spray decorated. While they last at this price.

WATER COOLERS, made of heavy galvanized iron; well packed with nickel-plated faucets; enameled. These reduced prices:

2-gal. size, \$1.50 3-gal. size, \$1.75
6-gal. size, \$2.25 8-gal. size, \$2.08

Lawn Mowers 2.50
"CLEAN CUT SURE, with these Parallel Bearing Mowers, made especially for us. Have sold them 16 years; yet to hear first complaint. Self-sharpening, 3 cutting blades, 8-inch drive wheels."

12-inch cut \$2.45
14-inch cut \$2.75
16-inch cut \$2.98
(While They Last)

Ball-Bearing 3.50 Four-Blade Lawn Mower 4.00
12-in. cut, 3 blades. Ball bearing, 9-inch wheels.
14-in. cut \$3.75
16-in. cut \$4.25
(While They Last)

ART LINENS
(Mr. Hyslop, buyer.)
\$1 and \$1.25 Renaissance Table Covers now 45-in. covers, with linene centers and beautiful open-work, 79c.
\$1 and \$1.25 Renaissance Scarfs now With three star designs of linene center; fancy open-work; about 1-inch; choice.

ment All Day Monday," Smiled Mr. Davis

ink it's a shame to sell such goods at so close a margin of sale—and want to do more than my share in bringing the BARGAIN BASEMENT SPECIALS FOR MON-

10c ENGLISH LONGCLOTH, per yard 5 3/4c
Soft chamois finish, yard wide. In lengths 10 to 20 yards. While lot lasts, yard 5 3/4c.

10c Bleached Pajama Cloth, yd. 5 3/4c
Comes a full yard wide. In lengths to 10 yards. While lot lasts, piece, 67c.

35c Gabardine 19c
Silk finish; one of the best grades. Because they are slightly mill stained reduced about half; yard, 19c.

Boys' Wash Suits; spe- 50c
Past color. Splendid patterns, in all sizes 3 to 8. Worth much more than this sale price.

Women's 50c Crepe Gowns, 39c
Made full; embroidered and lace trimmed; choice, 39c.

50c Work Shirts for Men, 33c
All sizes of these shirts, made of Amoskeag Chambray, famous for wearing qualities. Solid blue and assorted stripes. Mill seconds. While they last, choice, 33c.

My Goodness, How Fast These Children's \$1 Dresses 59c

The styles are the newest, and we were able to coax the maker into letting us have them at about half regular price (2 to 14), and WHILE THEY LAST they will cause a stir in the Bargain Basement—each, 59c.



1,000 BOOKS, Values to \$1.25, 29c

Over 500 titles to select from; works of such well-known authors as Richard Harding Davis, C. N. and A. M. Williamson, Louis Vance, Emerson Hough, Anna Catherine Green, etc. Books that would make splendid gifts. And see the saving! STATIONERY SPECIAL: 24 Sheets, 24 Correspondence Cards and 48 Envelopes (boxed), this sale 25c
First Floor.

79c each